



ATTACHMENT H
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October 4, 2004

The Honorable John Howe
City of Sunnyvale
456 West Olive Avenue
P.O. Box 3707
Sunnyvale, CA 94088-3707

Re: Proposed Best Buy -- 776 East El Camino Real, Sunnyvale, CA

Dear Mayor Howe:

As you may be aware, Best Buy has been attempting to find a location in Sunnyvale, CA for several years now. For reasons such as accessibility, parking and visibility we were unsuccessful, until now.

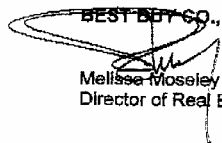
Sand Hill Property Company brought forward to Best Buy their site at 776 East El Camino Real several months ago with entries facing El Camino Real. While the location was strong, the lack of parking in front of Best Buy posed problems. The narrow depth of the property forced the vast majority of the parking to the side of Best Buy. Best Buy very much wanted to face its storefront out to El Camino Real but found it unworkable.

Since Best Buy's first concern is the safety of its' customers, having the parking lot located to the side of the building with the storefront facing El Camino Real meant that security was of great concern as the Best Buy employee's are unable to see what is taking place in the parking lot. Generally speaking, people are more comfortable with their surroundings when activity in a parking lot is visible from others entering and exiting the front door.

Best Buy's second concern was the loss in sales it would incur. Best Buy's sales increased significantly when it acquired additional land at an existing location in Ohio and re-orientated the store so that the parking lot was now in front of the store. It is imperative that Best Buy be competitive in this market, particularly with its competitor, Circuit City, located approximately 1/2 mile away with parking in front of its store.

Best Buy is excited about the opportunity to become part of the community in Sunnyvale and to maximize its sales, thus maximizing the tax base.

Yours truly,


BEST BUY CO., INC.
Melissa Moseley
Director of Real Estate



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19601 North 27th Avenue • Phoenix, Arizona 85027 • (623) 580-6100

October 4, 2004

Mayor John Howe
City of Sunnyvale
456 W. Olive Avenue
Sunnyvale, CA 94088

RE: PETSMART, Inc.
776 & 750 East El Camino Real
Sunnyvale, CA

Dear Mayor Howe:

PETSMART is pleased to be a part of the proposed development of the above-referenced property in Sunnyvale, California. We have worked closely with the Sand Hill Property Company in developing a workable site plan and exterior building elevations. PETSMART's success at this location is a function of providing a pleasant shopping experience for its customers with ease of access to the store.

Founded in 1987 in Phoenix, Arizona, PETSMART, Inc., is the nation's leading retail supplier of products, services, and solutions for the lifetime needs of pets. The company currently operates more than 660 pet superstores throughout the United States and Canada. PETSMART currently operates 10 stores in the greater San Francisco-Bay Area with 7 new stores underdevelopment. PETSMART's charities has donated more than \$31 million in animal welfare programs.

A typical PETSMART customer, primarily women with children, requires convenient, easy access to parking within close proximity to the main entrance of the store. PETSMART's typical merchandise is heavy and requires shopping carts. The storefront and primary entrance location, as it's currently designed, allows PETSMART the most efficient interior store merchandising plan and maximizes the operational needs for the store.

PETSMART is looking forward to opening a store in Sunnyvale and has approved the current site plan and building elevations. I hope this information is helpful. Please don't hesitate to contact us if you have additional questions or concerns.

Sincerely,

PETSMART, Inc.

Mary Horton
Vice President of Real Estate